

# Business Manager Role



## ■ ASA(ALT) Concept

- Contracting Officer as business manager
  - | Different role than Program Manager as business manager
- Not just experts in contracting
  - Wide range of tools available to solve contracting problems
    - Draws on expertise in numerous technical areas
    - RCI is one example
    - Grants, commercial contracts, real-estate venture

# Skills of the Business Manager



- Requires a good business background
  - Must understand how business works
  - Must understand what motivations exist in the business world
  - Must understand how motivation changes over time (the business cycle)
- Requires the ability to use the business background to construct business arrangements and contracting vehicles